

# Appendix B - Tribal Engagement Telephonic Record NV Kaktovik

10/23/2012	1330 (Matthew's home)	Mathew Rexford	Spoke about him being sick and leaving the office, tentatively established a new meeting time for tomorrow at 10am.	JL
907 640-6025				
10/24/2012	932 (907) 640-2042	No Answer	NA	JL
907 640-6025				
10/24/2012	932 (Matthew's home)	Mathew Rexford	Home sick today, agreed to drop info packet and set up a conf call sometime next week.	JL
10/24/2012	1200 NA	Carolyn Kulukhon	Dropped Info packet with her to give to Matthew.	JL
10/29/2012	1007 Email	Mathew Rexford	Requesting meeting times to review packet	JL
10/29/2012	1010 Email	Mathew Rexford	Email to nvkaktovik@starband.net bounced back, account disabled	JL
10/29/2012	1027 (907) 640-2042	Mathew Rexford	No Answer	JL

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11/2/2012	1610 (907) 640-2042	Busy	NA	JL
11/2/2012	1615 (907) 640-2042	Busy	NA	JL
11/2/2012	1628 (907) 640-2042	Busy	NA	JL
11/2/2012	1638 Email	Mathew Rexford	Email to nvkaktovik@starband.net requesting phone meeting	JL
11/5/2012	1417 (907) 640-2042	Mathew Rexford	Agreed to meet on 11/8 @ 130p to review the questionnaire. Jens to call Matthew directly	JL
11/8/2012	(907)640-2042	Matthew Rexford	Jodi Forsalnd telephoned Matthew on 11/8 and reviewed the information left behind by Jens	JRF

Appendix B - Tribal Engagement Telephonic Record NV Kaktovik

mx.google  
.com  
rejected  
your  
message  
to the

.com  
rejected  
your  
message

REDACTED - FOR PUBLIC INSPECTION

Appendix B - Tribal Engagement Telephonic Record NV Nuiqsut

Date	Time	Called Number	Person you spoke with	Summary of conversation	Your initials
9/25/2012		emailed	Margaret Pardue-BOD Nuiqsut	Requested phone number or email address for Martha Itta.	JRF
9/28/2012	1:47pr	Phone call	Martha Itta	Scheduled appt for 10/23/2012	JRF
10/23/2012	3:00pr	In person	Marhta Itta/Margaret Pardue	Met with Martha and Margaret to discuss Tribal Engagement. Meeting lasted approx 1 1/2 hours	JRF
10/31/2012		Mail	Sent copy of minutes and approval form to Martha Itta	Certified mail Follow Up to see if she had received the copy of the minutes and approval form. She said that she would sign and mail back to be today.	JRF
11/20/2012		Telephone	Martha Itta		JRF

Date	Time	Called Number	Person you spoke with	Summary of conversation	Your initials
10/9/2012	3:50pm	907-368-2330	Terri	Margaret Frankson is traveling and won't be back until Monday - I indicated that I would like to meet with Margaret the last week of Oct...and I would call on Monday	CC
10/15/2012	1:05pm	907-368-2330	Harry	Margaret has not returned	CC
10/22/2012	2:50pm	907-368-2330	Terri	Margaret still in Anchorage will try to have her call me while in Anchorage - possibly back in Point Hope on Wed left my cell for Margaret to call - she was out...	CC
10/25/2012	1:25pm	907-368-2330	Agie		
10/29/2012	12:15pm	907-368-2330	ring no answer	she will also try to get in touch with Margaret and attend meeting	CC
10/29/2012	12:20pm	907-368-2326	Ella Kowunna	voice message from Peggy	CC
10/29/2012			email exchange	agreed would contact her on arrival in Point Hope tomorrow	CC
10/30/2012	12:30pm	907-368-2330	ring no answer (2 times)		CC
10/30/2012	12:15pm	907-368-2326	Ella Kowunna	setting up meeting	CC
10/30/2012	1:45pm	907-368-2330	?	Was told Peggy was not in this afternoon...told them we were to meet and ask if could get message to Peggy	CC
10/30/2012	2pm	907-368-2326	Ella Kowunna	told her no meeting set yet	CC
10/31/2012	10am		Peggy Frankson/Ella	Tribal meeting held	CC
11/5/2012				Minutes and approval form mailed	CC
11/16/2012	4:05pm	907-368-2330	Anabelle ?	Will pass message to Peggy and ask her to confirm receipt	CC

REDACTED - FOR PUBLIC INSPECTION

Appendix B - Tribal Engagement Telephonic Record NV Point Lay

Date	Time	Called Number	Person you spoke with	Summary of conversation	Your initials
				Yes she got the letter "with the questionnaire"...Meeting on Nov 1 is fine with her. She did not want to schedule an actual time so I will call when I get into Point Lay	CC
10/9/2012	3:55pm	907-833-2575	Misty Plymale	Tribal engement meeting held with Misty Plymale	CC
11/1/2012	2:45pm			Minutes and approval form mailed	CC
11/5/2012				She put it in the mail back to us with signature yesterday	CC
11/16/2012	4pm	907-833-2575	Misty Plymale		

## Appendix B - Contact Log

REDACTED - FOR PUBLIC INSPECTION

WORK SENT

Date	Time	Called Number	Person you spoke with	Summary of conversation	Your initials
9/24/2012	4:30pm	907-763-2535	Blair was at work	Left Message for Blair Patkotak to call me (wk/cell)	CC
9/25/2012	2:50pm	907-763-0009	Blair called me	We plan to meet 10/2 or 10/3 -he has possible crew change out I sent an email - nunak0046@hotmail.com	CC
10/1/2012	10:05am	907-763-7213	Terry Tagarook	Let him know of my trip confirmed arriving	CC
10/1/2012	10:20am	907-763-0009	left Message for Blair	Tuesday Meeting in 15 mins at	CC
10/2/2012	1:15pm		Meet Blair at airport	ASNA office	CC
10/2/2012	1:20pm	925-1265	Tery Tagarook	confirmed meeting Tribal Engagement	CC
10/2/2012	1:30pm to 2:30PM		Blair, Terry and Ronnie	meeting Follow up call re: Native Village of Wainwright	CC
10/18/2012	2pm	907-763-0009	Left Message for Blair	meeting Their tribal meeting got moved to 10/23...our questionnaire is on the	CC
10/18/2012	2:05pm		Blair returned call	agenda Checking on results of	CC
10/29/2012	12:10pm	907-763-0009	left Message for Blair	their 10/23rd meeting	CC
10/29/2012	12:10pm		ring no answer	Minutes and approval form mailed	CC
11/5/2012				left my desk number for him to call	CC
11/16/2012	3:50pm	907-763-0009	left message for Blair		CC





## Appendix B – ASTAC PMQ

ASNA

**ASTAC Pre-Meeting Questionnaire****Needs Assessment and Deployment Planning**

ASTAC should come to the table ready to articulate:

- our deployment priorities,

PROJECT	Description
Barrow Fiber Addition	Install fiber to the Node, CO to Calix- CO to ATT
AKP Broadband Upgrade	Install Adtran equipment to support Ethernet Transport /Broadband services
Anchorage Backup System	Core infrastructure upgrade
2012 Laptop Replacement	Day to Day Operational requirements/upgrades
ATQ Broadband Upgrade	Install Adtran equipment to support Ethernet Transport /Broadband services
BRW Blanket Special Circuits 2012	Day to Day Operational requirements/upgrades
DDH Blanket Spl Circuits	Day to Day Operational requirements/upgrades
PED 34 Power Upgrade	Core infrastructure upgrade
DDH DC Power Distribution Grounding	Day to Day Operational requirements/upgrades
OSP Upgrades and Additions	Core infrastructure upgrade
KAK Broadband Upgrade	Install Adtran equipment to support Ethernet Transport /Broadband services
NUI Broadband Upgrade	Install Adtran equipment to support Ethernet Transport /Broadband services
PLA Broadband Upgrade	Install Adtran equipment to support Ethernet Transport /Broadband services
PTH Broadband Upgrade	Install Adtran equipment to support Ethernet Transport /Broadband services
WAI Broadband Upgrade	Install Adtran equipment to support Ethernet Transport /Broadband services
DDH Alpine Alarm System	Day to Day Operational requirements/upgrades
DDH Install Fiber DDH CO to GCI	Install fiber to the Node
DDH Fiber Electronics - Fujitsu Flas	Adds the electronics in the nodes to support fiber transport
KAK Alarm Reporting	Day to Day Operational requirements/upgrades
BARC Building Ethernet Transport	Day to Day Operational requirements/upgrades
Servers Standard Rotation	Day to Day Operational requirements/upgrades
PC Workstations Rotation	Day to Day Operational requirements/upgrades
Village Printers	Day to Day Operational requirements/upgrades

DMS 10 Reconfiguration	Network rearrangement to support day to day operations plus provides the foundation to grow into future projects
Barrow CO ETS Upgrade	Install Adtran equipment to support Ethernet Transport /Broadband services. This adds the core equipment to utilize fiber transport
ANC Ningiq Voice Mail System	Add new product in villages,
BRW Add Cell Site and Sectorize Antenna	Adds additional voice and data capacity to the network
TARN Generator Replacement	Core infrastructure upgrade
Barrow Cellular Upgrade for Data	Adds additional data capacity to the network
TARN Power Conversion	Core infrastructure upgrade
DDH Wi-Fi PPV	Day to Day Operational requirements/upgrades
DDH Home WI-FI Support TR-069	Network infrastructure upgrade
Internet Equipment for Service Orders	Day to Day Operational requirements/upgrades

- the process by which we arrived at these priorities,

ASTAC's Board of Directors set overall direction for the Cooperative and are elected residents from the villages and Barrow. Day to day operation of the Coop is overseen by a professional staff on the executive team. The executive team updates a strategic plan each year using an eight step process:

1. Gather information – This includes community needs assessment input by the Board
2. Assess capabilities
3. Make assumptions
4. Make strategic assessments
5. Formulate strategy
6. Establish goals and objectives
7. Formulate tentative action plans
8. Finalize action plans

Once objectives are prioritized (Step 6) and an action plan for the selected objectives is formulated (Step 7), the plan is brought before the Board of Directors for review, with an opportunity to add to, delete from or otherwise modify any of the objectives, including reviving any objectives that didn't make the executive team highest priority list. The Board of Directors has the final say in what objectives remain on the list and vote on a resolution approving the strategic plan. Once the objectives are ratified, Step 8, finalizing action plans is completed and the Plan goes live. This is a summary of how ASTAC arrives at its priorities. In actuality, strategic planning takes 100's of hours of executive team time to collect and analyze data, project costs and timelines, schedule employees and contractors to complete a phased build out during our short construction season, determine how to finance the plan, etc.

- ASTAC plans for future deployment on Tribal lands.
  - Build all exchanges to support the same feature sets, All Redcom CO switches will have the same Hardware/Software and support the same features. All IP equipment would be at the same hardware/software and support the same features.
  - Migrate Barrow CO switch to Redcom
  - Install Fiber as needed to support Broadband service
  - Upgrade AC/DC Power as needed to support services
  - Upgrade copper plant as needed to support services
  - Cellular network would grow only to support voice demands, with 5 to 7 years end of life.
  - 700 network would grow to support demands
- List the services ASTAC currently deploys
  - Wireless voice and 2G data (internet) service
  - Local phone service with custom calling features
  - Long distance service
  - DSL internet
  - Dedicated internet (business)
  - Professional services

- ASTAC timelines for the provision of services not currently available on Tribal lands

The current middle mile transport is satellite based and has been deemed an acceptable alternative service by the FCC. Since satellite middle mile connectivity does not have sufficient bandwidth to support the throughput speeds for both fixed and mobile broadband,<sup>1</sup> we respectfully disagree with this characterization. Without getting into specifics protected by Non-Disclosure Agreements, we can say that there is a good chance that an undersea fiber may make landfall at points to be determined on the North Slope coast. If and when this occurs and we are able to procure inexpensive bandwidth, we would be able to increase fixed broadband speeds as well as roll out 3G or even 4G service anywhere with some form of connectivity to a fiber transport facility.

- Priorities in terms of service and the factors that led us to prioritize deployment to particular areas.

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<sup>1</sup> See Attachment A,

ASTAC's Board of Directors mandated the provisioning of wireless voice and data service in all exchanges as well as DSL in all exchanges by 2012 as the two highest priority initiatives for the Coop to undertake. ASTAC was able to complete this build out almost two years ahead of schedule with a multi-million dollar loan from the RTFC.

- Identify any opportunities ASTAC envisions to partner with Tribal governments.

Bringing robust terrestrial broadband, e.g. an undersea fiber, to connect the isolated villages of the North Slope to the world will be extremely challenging. If we are going to be heard, it will take a concerted effort on the part of ASTAC, the different Tribal governments, the Regional Native Corporation and the North Slope Borough in terms of leveraging our collective financial and political resources. Speaking as a unified voice, we can bring affordable broadband connectivity to the people of the North Slope, connectivity that much of the rest of the country takes for granted.

### **Feasibility and Sustainability Planning**

We should be sure to document any new service/infrastructure request and as applicable, perform a business case and share the results with the Tribal entity and the FCC as part of our contribution to this process.

- Ms. Carroll expressed a desire to have terrestrial connectivity to all the villages which are currently all served by satellite middle mile. Telemedicine is a core service of ASNA and greater broadband at an affordable price and less latency is badly needed.

## **Marketing Services in a Culturally Sensitive Manner**

Tailoring of service offerings to the community through, the feasibility of a local presence in the community:

ASTAC employs village representatives in all of our remote village exchanges. These employees are our "first responders" in the event of a weather or power outage and monitor systems, backup power and HVAC in our central offices on a daily basis. They are also "boots on the ground", working with technicians by phone to trouble shoot equipment when inclement weather grounds all air transportation. Our village representatives are a key component to initiation of new services and restoration of service and we generally are regarded as the most responsive of ETC's serving the villages because of their resident status.

In Barrow, the regional air hub, ASTAC has a retail store stocked with a variety of CPE, including our latest cell phones and accessories, landline phones, and other communication devices. We also have a work station connected to our Internet service available to demonstrate what the Internet can provide the user. This retail store also takes orders from the surrounding villages and utilizes daily bush plane flights to get product into consumer's hands much faster than USPS service. ASTAC also offers free/courtesy wifi access in the Barrow airport to keep regional travelers/members connected.

Our cultural sensitivity to the Inupiat people of the North Slope and the cultural practice of speaking in Inupiaq led to the hiring of Ms. Daisy Swisher, a former resident and Director from Wainwright. For many of our members who are revered elders, Inupiaq is the most effective means of communication. "Ms. Daisy," as she is affectionately known, provides Inupiaq speaking options for callers/walk-ins into customer service. Furthermore, our annual meeting presentations are translated into Inupiaq, and Daisy is a standing member of the annual meetings team and provides translated clarification to our presentations, as needed. We also respect the traditions of our members with invocation/prayer before all BOD and annual meetings.

**Marketing materials in a culturally sensitive manner:**

ASTAC uses an Alaskan marketing firm in developing our marketing materials and themes that resonate with the individual villages. All materials are vetted with our Board of Directors, elected from the village. Attached are examples of some of our advertising which features various current boys and girls champion high school basketball teams, long a source of pride and entertainment for the people of the North Slope. We run this advertising under the tag line "Your Home Court Advantage" and incorporate the theme into our Annual Swoosh Competition, where we hold free throw contests in each village and Barrow in conjunction with a marketing/sales event. The winner of the free throw contest for each community is recognized on our Facebook account and one lucky finalist will be drawn for round trip airfare, hotel and tickets for two people to the Great Alaska Shootout in Anchorage during Thanksgiving break. This is our major in-village campaign each year and is extremely well received and attended.

- *Do you have any suggestions or ideas for improving our marketing efforts and would you want to participate in developing marketing material, either jointly or in tandem?*

## **Rights of Way and Other Permitting and Review Processes**

ASTAC's documentation of any and all processes with a list of relevant rights of way and other permitting and review processes on Tribal lands is as follows:

Licensing, regulatory requirements:

- Federal Communications Commission
  - radio freq
  - site construction
  - towers
- National Historic Preservation Act requirements
  
- Rights of way
  - North Slope Borough
  - State of Alaska
  - Bureau of Land Management
  - Bureau of Indian Affairs
  - Native Corporations
  
- FAA and U.S. Fish and Wildlife
  - Tower location, height and lighting
  - Bird strikes on tower guides

### Compliance with Tribal Business and Licensing Requirements

Discuss in detail the relevant Tribal business and licensing requirements. ASTAC should provide evidence of compliance with any Tribal business practice licenses with which they currently comply for that Tribe.

Per Alaska Statute (AS) 10.25.550 Telephone Cooperatives shall compute Gross Receipts Tax as 2% of gross revenue for the cooperative. The following table represents known and projected payments to the villages of the North Slope Borough:

12/31/12	\$ 329,624.40	Estimate
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12/31/08	\$ 207,147.42	Actual
12/31/07	\$ 261,359.92	Actual
<b>Six year total</b>	<b>\$1,537,777.44</b>	

ASTAC also is licensed through the State of Alaska to provide telecommunications services.

- *Are there any other licenses that you are aware of that we should have in order to provide telecommunications services?*



Appendix B – ASTAC PMQ **ICAS****ASTAC Pre-Meeting Questionnaire****Needs Assessment and Deployment Planning**

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- Ms. Dallas Brower advocated for native hire in the villages and the possibility of an internship program. Charlie Carpenter explained that ASTAC employs village representatives in all of our remote village exchanges. These employees are our "first responders" in the event of a weather or power outage and monitor systems, backup power and HVAC in our central offices on a daily basis. They are also "boots on the ground", working with technicians by phone to trouble shoot equipment when inclement weather grounds all air transportation. Our village representatives are a key component to initiation of new services and restoration of service and we generally are regarded as the most responsive of ETC's serving the villages because of their resident status. Ms. Brower stated that they are interested in all employment possibilities.
- The ICAS representative from Point Hope said the Maniliq Corporation wireless Internet needed improvement. We could provide a wired solution if they wanted to change vendors.
- Additional discussion was tabled, Mr. Carpenter was asked to resend the documents we reviewed and thanked for his time before dropping off the call. Mr. Carpenter subsequently emailed all the discussion documents to Helen Simmonds, our initial point of contact and ICAS Operations Manager, when he got some email bounces from the email listings for the ICAS Board members.

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**Compliance with Tribal Business and Licensing Requirements**

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# Appendix B – ASTAC PMQ KAK TOUIK

## ASTAC Pre-Meeting Questionnaire

### Needs Assessment and Deployment Planning

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ANC Ningiq Voice Mail System	Add new product in villages,
Internet Equipment for Service Orders	Day to Day Operational requirements/upgrades

- the process by which we arrived at these priorities,

ASTAC's Board of Directors set overall direction for the Cooperative and are elected residents from the villages and Barrow. Day to day operation of the Coop is overseen by a professional staff on the executive team. The executive team updates a strategic plan each year using an eight step process:

1. Gather information – This includes community needs assessment input by the Board
2. Assess capabilities
3. Make assumptions
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5. Formulate strategy
6. Establish goals and objectives
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8. Finalize action plans

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strategic planning takes 100's of hours of executive team time to collect and analyze data, project costs and timelines, schedule employees and contractors to complete a phased build out during our short construction season, determine how to finance the plan, etc.

- ASTAC plans for future deployment on Tribal lands.
  - Build all exchanges to support the same feature sets, All Redcom CO switches will have the same Hardware/Software and support the same features. All IP equipment would be at the same hardware/software and support the same features.
  - Migrate Barrow CO switch to Redcom
  - Install Fiber as needed to support Broadband service
  - Upgrade AC/DC Power as needed to support services
  - Upgrade copper plant as needed to support services
  - Cellular network would grow only to support voice demands, with 5 to 7 years end of life.
  - 700 network would grow to support demands
- List the services ASTAC currently deploys
  - Wireless voice and 2G data (internet) service
  - Local phone service with custom calling features
  - Long distance service
  - DSL internet
  - Dedicated internet (business)
  - Professional services

- ASTAC timelines for the provision of services not currently available on Tribal lands

The current middle mile transport is satellite based and has been deemed an acceptable alternative service by the FCC. Since satellite middle mile connectivity does not have sufficient bandwidth to support the throughput speeds for both fixed and mobile broadband,<sup>1</sup> we respectfully disagree with this characterization. Without getting into specifics protected by Non-Disclosure Agreements, we can say that there is a good chance that an undersea fiber may make landfall at points to be determined on the North Slope coast. If and when this occurs and we are able to procure inexpensive bandwidth, we would be able to increase fixed broadband speeds as well as roll out 3G or even 4G service anywhere with some form of connectivity to a fiber transport facility.

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<sup>1</sup> See Attachment A,

- Priorities in terms of service and the factors that led us to prioritize deployment to particular areas.

ASTAC's Board of Directors mandated the provisioning of wireless voice and data service in all exchanges as well as DSL in all exchanges by 2012 as the two highest priority initiatives for the Coop to undertake. ASTAC was able to complete this build out almost two years ahead of schedule with a multi-million dollar loan from the RTFC.

- Identify any opportunities ASTAC envisions to partner with Tribal governments.

Bringing robust terrestrial broadband, e.g. an undersea fiber, to connect the isolated villages of the North Slope to the world will be extremely challenging. If we are going to be heard, it will take a concerted effort on the part of ASTAC, the different Tribal governments, the Regional Native Corporation and the North Slope Borough in terms of leveraging our collective financial and political resources. Speaking as a unified voice, we can bring affordable broadband connectivity to the people of the North Slope, connectivity that much of the rest of the country takes for granted.

### **Feasibility and Sustainability Planning**

We should be sure to document any new service/infrastructure request and as applicable, perform a business case and share the results with the Tribal entity and the FCC as part of our contribution to this process.

Mr. Justus Mekiana Jr. expressed a desire to extend cell coverage further outside the village. Due to the lack of roads and commercial power outside the village and mountainous terrain surrounding Anaktuvuk Pass, any additional cell sites would be extraordinarily expensive to construct and maintain, particularly with the phase down of identical support and low subscriber count in the village.

## Marketing Services in a Culturally Sensitive Manner

Tailoring of service offerings to the community through, the feasibility of a local presence in the community:

ASTAC employs village representatives in all of our remote village exchanges. These employees are our "first responders" in the event of a weather or power outage and monitor systems, backup power and HVAC in our central offices on a daily basis. They are also "boots on the ground", working with technicians by phone to trouble shoot equipment when inclement weather grounds all air transportation. Our village representatives are a key component to initiation of new services and restoration of service and we generally are regarded as the most responsive of ETC's serving the villages because of their resident status.

In Barrow, the regional air hub, ASTAC has a retail store stocked with a variety of CPE, including our latest cell phones and accessories, landline phones, and other communication devices. We also have a work station connected to our Internet service available to demonstrate what the Internet can provide the user. This retail store also takes orders from the surrounding villages and utilizes daily bush plane flights to get product into consumer's hands much faster than USPS service. ASTAC also offers free/courtesy wifi access in the Barrow airport to keep regional travelers/members connected.

Our cultural sensitivity to the Inupiat people of the North Slope and the cultural practice of speaking in Inupiaq led to the hiring of Ms. Daisy Swisher, a former resident and Director from Wainwright. For many of our members who are revered elders, Inupiaq is the most effective means of communication. "Ms. Daisy," as she is affectionately known, provides Inupiaq speaking options for callers/walk-ins into customer service. Furthermore, our annual meeting presentations are translated into Inupiaq, and Daisy is a standing member of the annual meetings team and provides translated clarification to our presentations, as needed. We also respect the traditions of our members with invocation/prayer before all BOD and annual meetings.

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ASTAC uses an Alaskan marketing firm in developing our marketing materials and themes that resonate with the individual villages. All materials are vetted with our Board of Directors, elected from the village. Attached are examples of some of our advertising which features various current boys and girls champion high school basketball teams, long a source of pride and entertainment for the people of the North Slope. We run this advertising under the tag line "Your Home Court Advantage" and incorporate the theme into our Annual Swoosh Competition, where we hold free throw contests in each village and Barrow in conjunction with a marketing/sales event. The winner of the free throw contest for each community is recognized on our Facebook account and one lucky finalist will be drawn for round trip airfare, hotel and tickets for two people to the Great Alaska Shootout in Anchorage during Thanksgiving break. This is our major in-village campaign each year and is extremely well received and attended.

- *Do you have any suggestions or ideas for improving our marketing efforts and would you want to participate in developing marketing material, either jointly or in tandem?*

Both Justus and Patrick Mekiana thought that ASTAC does an excellent job in marketing in a culturally sensitive manner. They commended the use of Daisy Swisher in providing translation service to the elders during Annual Meeting.

### **Rights of Way and Other Permitting and Review Processes**

ASTAC's documentation of any and all processes with a list of relevant rights of way and other permitting and review processes on Tribal lands is as follows:

Licensing, regulatory requirements:

- Federal Communications Commission
  - radio freq
  - site construction
  - towers
- National Historic Preservation Act requirements

- Rights of way
  - North Slope Borough
  - State of Alaska
  - Bureau of Land Management
  - Bureau of Indian Affairs
  - Native Corporations

- FAA and U.S. Fish and Wildlife
  - Tower location, height and lighting
  - Bird strikes on tower guides

### **Compliance with Tribal Business and Licensing Requirements**

Discuss in detail the relevant Tribal business and licensing requirements. ASTAC should provide evidence of compliance with any Tribal business practice licenses with which they currently comply for that Tribe.

Per Alaska Statute (AS) 10.25.550 Telephone Cooperatives shall compute Gross Receipts Tax as 2% of gross revenue for the cooperative. The following table represents known and projected payments to the villages of the North Slope Borough:

12/31/12	\$ 329,624.40	Estimate
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12/31/08	\$ 207,147.42	Actual
12/31/07	\$ 261,359.92	Actual
<b>Six year total</b>	<b>\$1,537,777.44</b>	

ASTAC also is licensed through the State of Alaska to provide telecommunications services.

- *Are there any other licenses that you are aware of that we should have in order to provide telecommunications services?*

Mr. Mekiana Jr. was unaware of any additional licensing.

# Attachment B – ASTAC PMQ BARROW

## ASTAC Pre-Meeting Questionnaire

### Needs Assessment and Deployment Planning

ASTAC should come to the table ready to articulate:

- our deployment priorities,

PROJECT	Description
Barrow Fiber Addition	Install fiber to the Node, CO to Calix- CO to ATT
Anchorage Backup System	Core infrastructure upgrade
2012 Laptop Replacement	Day to Day Operational requirements/upgrades
BRW Blanket Special Circuits 2012	Day to Day Operational requirements/upgrades
OSP Upgrades and Additions	Core infrastructure upgrade
BARC Building Ethernet Transport	Day to Day Operational requirements/upgrades
Servers Standard Rotation	Day to Day Operational requirements/upgrades
PC Workstations Rotation	Day to Day Operational requirements/upgrades
DMS 10 Reconfiguration	Network rearrangement to support day to day operations plus provides the foundation to grow into future projects
Barrow CO ETS Upgrade	Install Adtran equipment to support Ethernet Transport /Broadband services. This adds the core equipment to utilize fiber transport
ANC Ningiq Voice Mail System	Add new product in villages, Adds additional voice and data capacity to the network
BRW Add Cell Site and Sectorize Antenna	Adds additional data capacity to the network
Barrow Cellular Upgrade for Data	Day to Day Operational requirements/upgrades
Internet Equipment for Service Orders	

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  - Build all exchanges to support the same feature sets, All Redcom CO switches will have the same Hardware/Software and support the same features. All IP equipment would be at the same hardware/software and support the same features.
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  - Professional services
- ASTAC timelines for the provision of services not currently available on Tribal lands



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## Feasibility and Sustainability Planning

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Mr. Olemaun desires fiber in Barrow and a terrestrial microwave route connecting Nuiqsut to Barrow. The ASTAC Pre-Meeting Questionnaire details current and future deployment of fiber in Barrow. ASTAC also serves Nuiqsut with a terrestrial microwave from Deadhorse in Prudhoe Bay and we are aware of an undersea fiber project by Arctic Fibre that will likely provide fiber connectivity to Deadhorse and Barrow. The following statement is extracted from their October 3, 2012 press release:

*"Negotiations are ongoing with a major American carrier to construct spurs into the Alaskan communities of Nome, Kotzebue, Wainwright, Barrow and Prudhoe Bay who face similar problems accessing the information highway."*<sup>2</sup>

Connectivity between Barrow and Nuiqsut would be much more cost effective utilizing the undersea fiber capacity landing at Barrow and Prudhoe Bay (Deadhorse) in conjunction with ASTAC's existing terrestrial microwave system connecting Nuiqsut to Deadhorse.

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<sup>2</sup> See <http://arcticfibre.com/?p=600>

## Marketing Services in a Culturally Sensitive Manner

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- *Do you have any suggestions or ideas for improving our marketing efforts and would you want to participate in developing marketing material, either jointly or in tandem?*

The meeting ended at Mr. Olemaun's direction before this was discussed.

## **Rights of Way and Other Permitting and Review Processes**

ASTAC's documentation of any and all processes with a list of relevant rights of way and other permitting and review processes on Tribal lands is as follows:

Licensing, regulatory requirements:

- Federal Communications Commission
  - radio freq
  - site construction
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- Rights of way
  - North Slope Borough
  - State of Alaska
  - Bureau of Land Management
  - Bureau of Indian Affairs
  - Native Corporations

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  - Tower location, height and lighting
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<b>Six year total</b>	<b>\$1,537,777.44</b>	

ASTAC also is licensed through the State of Alaska to provide telecommunications services.

- *Are there any other licenses that you are aware of that we should have in order to provide telecommunications services?*

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# Appendix B – ASTAC PMQ

KAKTOVIK

## ASTAC Pre-Meeting Questionnaire

### Needs Assessment and Deployment Planning

ASTAC should come to the table ready to articulate:

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PROJECT	Description
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## 8. Finalize action plans

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Mr. Rexford inquired about our Federal funding and was given a briefing on the Universal Service Fund.

### **Feasibility and Sustainability Planning**

We should be sure to document any new service/infrastructure request and as applicable, perform a business case and share the results with the Tribal entity and the FCC as part of our contribution to this process.

Mr. Rexford was very excited to hear about the possibility of fiber connectivity to the undersea fiber being planned by Arctic Fibre and thought that would be an excellent service addition.

Mr. Rexford inquired about ASTAC providing the Native Village with a teleconference bridge. Mr. Laipenieks will follow up with that request.

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## Marketing Services in a Culturally Sensitive Manner

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No suggestions were given.

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No additional licenses were identified.

# Appendix A – ASTAC PMQ NUIQSUT

## ASTAC Pre-Meeting Questionnaire

### Needs Assessment and Deployment Planning

ASTAC should come to the table ready to articulate:

- our deployment priorities,

PROJECT	Description
Anchorage Backup System	Core infrastructure upgrade
2012 Laptop Replacement	Day to Day Operational requirements/upgrades
OSP Upgrades and Additions	Core infrastructure upgrade
	Install Adtran equipment to support Ethernet
NUI Broadband Upgrade	Transport /Broadband services
Servers Standard Rotation	Day to Day Operational requirements/upgrades
PC Workstations Rotation	Day to Day Operational requirements/upgrades
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8. Finalize action plans

Once objectives are prioritized (Step 6) and an action plan for the selected objectives is formulated (Step 7), the plan is brought before the Board of Directors for review, with an opportunity to add to, delete from or otherwise modify any of the objectives, including reviving any objectives that didn't make the executive team highest priority list. The Board of Directors has the final say in what objectives remain on the list and vote on a resolution approving the strategic plan. Once the objectives are ratified, Step 8, finalizing action plans is completed and the Plan goes live. This is a summary of how ASTAC arrives at its priorities. In actuality,

strategic planning takes 100's of hours of executive team time to collect and analyze data, project costs and timelines, schedule employees and contractors to complete a phased build out during our short construction season, determine how to finance the plan, etc.

- ASTAC plans for future deployment on Tribal lands.
  - Build all exchanges to support the same feature sets, All Redcom CO switches will have the same Hardware/Software and support the same features. All IP equipment would be at the same hardware/software and support the same features.
  - Migrate Barrow CO switch to Redcom
  - Install Fiber as needed to support Broadband service
  - Upgrade AC/DC Power as needed to support services
  - Upgrade copper plant as needed to support services
  - Cellular network would grow only to support voice demands, with 5 to 7 years end of life.
  - 700 network would grow to support demands
  
- List the services ASTAC currently deploys
  - Wireless voice and 2G data (internet) service
  - Local phone service with custom calling features
  - Long distance service
  - DSL internet
  - Dedicated internet (business)
  - Professional services

- ASTAC timelines for the provision of services not currently available on Tribal lands

The current middle mile transport is satellite based and has been deemed an acceptable alternative service by the FCC. Since satellite middle mile connectivity does not have sufficient bandwidth to support the throughput speeds for both fixed and mobile broadband,<sup>1</sup> we respectfully disagree with this characterization. Without getting into specifics protected by Non-Disclosure Agreements, we can say that there is a good chance that an undersea fiber may make landfall at points to be determined on the North Slope coast. If and when this occurs and we are able to procure inexpensive bandwidth, we would be able to increase fixed broadband speeds as well as roll out 3G or even 4G service anywhere with some form of connectivity to a fiber transport facility.

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<sup>1</sup> See Attachment A,

- Priorities in terms of service and the factors that led us to prioritize deployment to particular areas.

ASTAC's Board of Directors mandated the provisioning of wireless voice and data service in all exchanges as well as DSL in all exchanges by 2012 as the two highest priority initiatives for the Coop to undertake. ASTAC was able to complete this build out almost two years ahead of schedule with a multi-million dollar loan from the RTFC.

- Identify any opportunities ASTAC envisions to partner with Tribal governments.

Bringing robust terrestrial broadband, e.g. an undersea fiber, to connect the isolated villages of the North Slope to the world will be extremely challenging. If we are going to be heard, it will take a concerted effort on the part of ASTAC, the different Tribal governments, the Regional Native Corporation and the North Slope Borough in terms of leveraging our collective financial and political resources. Speaking as a unified voice, we can bring affordable broadband connectivity to the people of the North Slope, connectivity that much of the rest of the country takes for granted.

Both Margaret Pardue and Martha Itta agreed that it will take a unified voice, speaking as one, if we are to get affordable broadband for the region and that we should work together towards that goal.

### **Feasibility and Sustainability Planning**

We should be sure to document any new service/infrastructure request and as applicable, perform a business case and share the results with the Tribal entity and the FCC as part of our contribution to this process.

Both Margaret Pardue and Martha Itta would like to see ASTAC increase its bandwidth to support higher throughput speeds for both fixed and wireless broadband. We reviewed the current satellite transport limitations in terms of available bandwidth and extraordinary cost as well as the recent press release by Arctic Fibre, which has plans to connect Europe and Asia via a fiber that traverses the North West Passage. In that press release, Arctic Fibre said it had plans to put in landings to nearby Prudhoe Bay and Barrow. This would provide substantially increased bandwidth at a reasonable cost for Nuiqsut. The group also discussed the TERRA project in Southwest Alaska and its proposed expansion to the Nome area on the western Alaska Coast by the end of 2014.

## Marketing Services in a Culturally Sensitive Manner

Tailoring of service offerings to the community through, the feasibility of a local presence in the community:

ASTAC employs village representatives in all of our remote village exchanges. These employees are our "first responders" in the event of a weather or power outage and monitor systems, backup power and HVAC in our central offices on a daily basis. They are also "boots on the ground", working with technicians by phone to trouble shoot equipment when inclement weather grounds all air transportation. Our village representatives are a key component to initiation of new services and restoration of service and we generally are regarded as the most responsive of ETC's serving the villages because of their resident status.

In Barrow, the regional air hub, ASTAC has a retail store stocked with a variety of CPE, including our latest cell phones and accessories, landline phones, and other communication devices. We also have a work station connected to our Internet service available to demonstrate what the Internet can provide the user. This retail store also takes orders from the surrounding villages and utilizes daily bush plane flights to get product into consumer's hands much faster than USPS service. ASTAC also offers free/courtesy wifi access in the Barrow airport to keep regional travelers/members connected.

Our cultural sensitivity to the Inupiat people of the North Slope and the cultural practice of speaking in Inupiaq led to the hiring of Ms. Daisy Swisher, a former resident and Director from Wainwright. For many of our members who are revered elders, Inupiaq is the most effective means of communication. "Ms. Daisy," as she is affectionately known, provides Inupiaq speaking options for callers/walk-ins into customer service. Furthermore, our annual meeting presentations are translated into Inupiaq, and Daisy is a standing member of the annual meetings team and provides translated clarification to our presentations, as needed. We also respect the traditions of our members with invocation/prayer before all BOD and annual meetings.

Marketing materials in a culturally sensitive manner:

ASTAC uses an Alaskan marketing firm in developing our marketing materials and themes that resonate with the individual villages. All materials are vetted with our Board of Directors, elected from the village. Attached are examples of some of our advertising which features various current boys and girls champion high school basketball teams, long a source of pride and entertainment for the people of the North Slope. We run this advertising under the tag line "Your Home Court Advantage" and incorporate the theme into our Annual Swoosh Competition, where we hold free throw contests in each village and Barrow in conjunction with a marketing/sales event. The winner of the free throw contest for each community is recognized on our Facebook account and one lucky finalist will be drawn for round trip airfare, hotel and tickets for two people to the Great Alaska Shootout in Anchorage during Thanksgiving break. This is our major in-village campaign each year and is extremely well received and attended.

- *Do you have any suggestions or ideas for improving our marketing efforts and would you want to participate in developing marketing material, either jointly or in tandem?*

Margaret and Martha shared several ideas for improving our marketing efforts. They included:

1. Having a Board member attend all SWOOSH contests and Annual Meetings so they can



become familiar with the other villages. We could alternate Directors each year.

2. We should increase the advertising telling the community who our Board members are for all the villages, perhaps using the TV ad for SWOOSH to do so.
3. We need to expand our retail presence to Nuiqsut, perhaps by doing a resale arrangement at the local grocery store.

ASTAC marketing material was reviewed with Margaret and Martha and they thought that our marketing theme "Home Court Advantage" resonated with the community. Overall, they were very pleased with the way ASTAC markets in a culturally sensitive manner.

ASTAC committed to following up on the ideas proposed by the Native Village of Nuiqsut, doing an analysis on them and sharing the results with the Native Village leadership.

## **Rights of Way and Other Permitting and Review Processes**

ASTAC's documentation of any and all processes with a list of relevant rights of way and other permitting and review processes on Tribal lands is as follows:

Licensing, regulatory requirements:

- Federal Communications Commission
  - radio freq
  - site construction
  - towers
- National Historic Preservation Act requirements
- Rights of way
  - North Slope Borough
  - State of Alaska
  - Bureau of Land Management
  - Bureau of Indian Affairs
  - Native Corporations
- FAA and U.S. Fish and Wildlife
  - Tower location, height and lighting
  - Bird strikes on tower guides

## **Compliance with Tribal Business and Licensing Requirements**

Discuss in detail the relevant Tribal business and licensing requirements. ASTAC should provide evidence of compliance with any Tribal business practice licenses with which they currently comply for that Tribe.

Per Alaska Statute (AS) 10.25.550 Telephone Cooperatives shall compute Gross Receipts Tax as 2% of gross revenue for the cooperative. The following table represents known and projected payments to the villages of the North Slope Borough:

12/31/12	\$ 329,624.40	Estimate
12/31/11	\$ 273,756.23	Actual
12/31/10	\$ 230,380.74	Actual
12/31/09	\$ 235,508.73	Actual
12/31/08	\$ 207,147.42	Actual
12/31/07	\$ 261,359.92	Actual
<b>Six year total</b>	<b>\$1,537,777.44</b>	

ASTAC also is licensed through the State of Alaska to provide telecommunications services.

- *Are there any other licenses that you are aware of that we should have in order to provide telecommunications services?*
  - No additional licenses were disclosed.